

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
1	A Quick Reference to Credit Risk Management
2	A Quick Reference to Legal Issues and Regulation of Financial Institutions
3	A Quick Reference to Market Risk Management and Capital Markets
4	A Quick Reference to Operational and Integrated Risk Management
5	A Quick Reference to Quantitative and Fixed Income Analysis
6	ABS Structures
7	ABS Trading and Investment
8	ABS Types and Structures
9	Accurate Self Assessment
10	Acquisition Price Risk
11	Aggressive Capitalization and Extended Amortization
12	Alternative Investments
13	An Overview of Gift Planning
14	Analyzing Closely Held Companies and their Owners
15	Analyzing Convertible Securities
16	Analyzing Financial Exposure
17	Analyzing Lease Opportunities
18	Analyzing Lease Opportunities for Middle Market Companies
19	Analyzing Leases
20	Analyzing Market Value
21	Analyzing Real Estate Assets
22	Analyzing Real Estate Assets: Estimating Income Property Cash Flows
23	Analyzing Real Estate Assets: Income Properties
24	Applications of Asset Swaps
25	Applications of Currency Swaps
26	Applications of Duration and Convexity Mod.
27	Applications of Interest Rate Forwards
28	Applications of Interest Rate Swaps
29	Applying Real Estate Valuation Techniques
30	Applying Return Attribution Analysis
31	Applying Value at Risk
32	Approaches to Credit Portfolio Management
33	Appropriate Personal and Professional Boundaries for Managers
34	Arbitrage and Relative Value Concepts
35	Assessing the Spread on Credit Risky Bonds

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
36	Asset and Liability Management
37	Asset Backed Securities Markets and Characteristics
38	Asset Securitization
39	Asset-Backed Commercial Paper Conduits
40	Asset-Backed CP Conduits Applications
41	Asset-Backed Securities
42	Asset-Backed Securitization Participants
43	Asset-Based Finance
44	Asset-Based Loans
45	Australian Bond Opportunities
46	Australian Capital Markets
47	Bank Capital Management: Using Structured Credit Products
48	Bank M & A Strategies
49	Bank Money Market Instruments
50	Banking Industry M&A Strategies
51	Barrier Options
52	Barrier Options: an FX Hedging Tool
53	Basic Principles of Statistics and Quantitative Methods
54	Basis Risk Trading Strategies
55	Bermudan Swaptions and Related Structures
56	Bond Coupon Strips
57	Bond Futures Contracts and Conventions
58	Bond Futures Conversion Factors and Invoicing Conventions
59	Bond Market Dynamics
60	Bonds
61	Bonds with Alternative Structures
62	Bonds With Options
63	Building Blocks of Yield Curve Construction
64	Building Yield Curves to Price Swaps
65	Business and Capital Restructuring
66	Business and Financial Analysis
67	Business Entities
68	Business Restructuring
69	Calculating Portfolio Returns
70	Calculating Prices and Yields

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
71	Calculating Value at Risk using Matrices and Monte Carlo Simulations
72	Calculating Value at Risk using the Mean Variance/Covariance Method
73	Calculating WACC
74	Capital Adequacy
75	Capital Restructuring
76	Capital Structure
77	Capital-Raising Decision Criteria
78	Cash Flow Analysis
79	Cash Rules
80	Characteristics and Prices of Repos
81	Choosing a Valuation Technique
82	Classic Repos and Buy-Sell Back Repos
83	Classifying and Valuing Property
84	CMS Risk and Usage
85	CMS Structure and Pricing
86	Collateralized Mortgage Obligations
87	Collateralized Mortgage-Obligations & Stripped MBS
88	Commercial Mortgage-Backed Securities
89	Commercial Real Estate Financing
90	Commercial Real Estate Lending
91	Commercial Real Estate Lending Applications
92	Commercial Real Estate Loan Returns
93	Common Probability Distributions
94	Communication Tips for Difficult Discussions
95	Comparables Analysis
96	Comparative Yields Analysis
97	Comparing Financial Institutions
98	Comparing Financing Alternatives
99	Comparing Fixed-Income Alternatives
100	Comparing Restructuring Alternatives
101	Component Cash Flows and Credit Issues of Currency Swaps
102	Compound Interest
103	Consolidation of Financial Services
104	Consolidation of the Financial Industry
105	Constant Maturity Swaps

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
106	Consultative Matrix
107	Convertible Exchangeable and Debt with Warrants Markets
108	Convertible Securities Markets
109	Converting Knowledge to Action
110	Convexity Bias in Short Dated Interest Rate Futures
111	Corporate Debt Capacity
112	Corporate Debt Issuance: More to Come
113	Corporate Financial Exposure
114	Corporate Financial Risk Management
115	Corporate Performance Metrics
116	Corporate Restructuring
117	Corporate Risk Management Decisions
118	Corporate Risk Management Objectives
119	Corporate Valuation
120	Corporate Valuation and Risk Management
121	Corporate Valuation Methods and Uses
122	Correlation and Causality
123	Cost of Carry and Cheapest to Deliver Bonds
124	Cost of Equity
125	Costs and Returns for Convertible Bonds and Debt with Warrants
126	Creating a Winning Risk Management Proposal
127	Credit Analysis and Debt Products
128	Credit Default Swaps
129	Credit Derivatives
130	Credit Derivatives for the Corporate Market
131	Credit Derivatives Instruments and Applications
132	Credit Derivatives Valuation, Risk Management and Control
133	Credit Management of Traded Assets
134	Credit Portfolio Management
135	Credit Portfolio Management Approaches
136	Credit Portfolio Risk Management
137	Credit Rating Dynamics
138	Credit Rating Systems
139	Credit Ratings and the Rating Agency Process
140	Credit Ratings of Middle Market Companies

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
141	Credit Risk and Risk Management
142	Credit Risk Models
143	Credit Sensitive Mortgage-Backed Securities
144	Credit Spreads Analysis
145	Credit Spreads Defaults and Recoveries
146	Currency Risk Management
147	Currency Risk Management Alternatives
148	Currency Swap Structuring and Pricing
149	Currency Swaps and Short-Term Cross Currency Hedging
150	Current Status of the European and US Leveraged Loan Markets
151	Debt Rating Criteria
152	Debt Repayment Capacity
153	Default Risk
154	Defaults and Recoveries on Corporate Debt
155	Detecting Premature or Fictitious Revenue
156	Developing Gap Management Strategies
157	Developing Industry Expertise
158	Diagnosing Financial Institutions
159	Diplomatic Communication Techniques
160	Direct and Indirect Real Estate Investments
161	Disposing of Privately Held Businesses
162	Dividend-Enhanced Hybrids
163	Documentation and Legal Issues
164	DuPont Analysis
165	Duration
166	Duration and Convexity
167	Early Warning Indicators for Debt in Distress
168	Effective Marketing: Getting Clients to Recognize the Value You Provide
169	Emotional Self-Awareness
170	Enhancing Financial Institution Value
171	Equipment Leasing
172	Equity Costs and Returns
173	Equity Futures Forwards and Swaps
174	Equity Index Derivatives for Hedging and Speculation
175	Equity Index Futures and Options

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
176	Equity Indexes
177	Equity Indexes Applications
178	Equity Issuance Procedures
179	Equity Market Dynamics
180	Equity Prices
181	Equity Residential Properties Trust
182	Equity Structures and Features
183	Equity-Based Credit Risk Models
184	Equity-Linked Securities
185	Estimating a Company's Market Value
186	Estimating Credit Ratings
187	Estimating Debt Capacity
188	Estimating Loan Costs
189	Estimating the Cost of Equity
190	EURIBOR- and LIBOR-in-Arrears Swaps
191	European Leveraged Lending
192	Euro-Zone Corporate Bonds
193	Evaluating an Asset-Based Borrower
194	Evaluating Commercial Property Investments
195	Evaluating Equity Alternatives
196	Evaluating Financing Alternatives Mod.
197	Evaluating High-Net-Worth Individuals
198	Evaluating Investments Commercial Properties
199	Evaluating Portfolios Against Benchmarks
200	Evaluating Secured Credit Capacity
201	Evaluating Unsecured Credit Capacity
202	Exchange Rates
203	Exchange Traded Futures Markets
204	Executing Private Placements
205	Executing Rule 144A Private Placements
206	Features of Barrier Options
207	Features of Bonds
208	Features of Collateralized Debt Obligations
209	Features of Growing Companies
210	Features of Leasing

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
211	Features of Mezzanine Financing
212	Features of Mortgage-Backed Securities
213	Features of Mortgages
214	Features of Project Financing
215	Features of Real Estate Investment Trusts
216	Features of Structured Notes
217	Financial Analysis Toolkit
218	Financial Institution Operating Environment
219	Financial Institutions and Risks
220	Financial Markets Technology; Basic Products and Applications
221	Financial Options
222	Financial Statement Analysis
223	Financial Statements
224	Financial Structure & Strategy
225	Financing Leveraged Deals
226	Five Unambiguous Relationship Boundary Violations
227	Fixed Income Mathematics: Analytical & Statistical Techniques
228	Fixed Rate Residential Loans
229	Fixed vs. Floating Rate Debt
230	Fixed-Income Benchmarks
231	Fixed-Income Costs and Returns
232	Floating Rate Residential Loans
233	Floating Rate Residential Mortgages
234	Foreign Exchange Forwards
235	Foreign Exchange Market Characteristics and Participants
236	Foreign Exchange Options Hedges
237	Foreign Exchange Options Trading
238	Foreign Exchange Transactions
239	Forms of Real Estate Investment
240	Forward Rate Agreement Fundamentals
241	Forward Rate Agreements
242	Forward Starting Swaps and Swaptions
243	Foundations of Finance; Fundamental Financial Skills
244	Four Developmental Stages of Empathy
245	FRA Market Structure and Participants

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
246	Future Flow Securitization
247	Futures and Options Markets
248	Futures Contracts
249	FX Options Book Management
250	FX Transactions in the Spot Market
251	Gap Management
252	Gap Management Techniques
253	Generating Deal Ideas
254	Getting from Price to Value
255	Global Banking; Credit Derivatives
256	Global Banking; Interest Rate Management
257	Government Bond Markets and Benchmarks
258	Grid Pricing Innovations
259	Hedge Funds
260	Hedge Funds and Market Volatility Spark Convertible Boom
261	Hedging Anticipated Exposures
262	Hedging Anticipated Exposures
263	Hedging Anticipated Exposures
264	Hedging Bond Positions using Repos Futures and Duration
265	Hedging Executives' Equity
266	Hedging Loans
267	Hedging with Currency Options
268	Hedging with Foreign Exchange Forwards
269	Hedging with Interest Rate Options
270	Hedging with OTC Interest Rate Options
271	High-Yield Bonds
272	Hybrid Securities
273	Hybrid Securities and Bonds with Options
274	Idea Generation Techniques
275	Identify Your People Style
276	Identifying Corporate Exposure
277	Identifying Euro Bond Candidates
278	Identifying Investment Opportunities
279	Impact of Asset Securitization on the Balance Sheet and Accounting Issues
280	Impact of Client Actions on Decision Criteria

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
281	Implications of Debt Alternatives
282	In-Arrears Swap Structures
283	Industry Analysis
284	Industry Analysis for Middle-Market Companies
285	Inflation- and Default-Adjusted Interest Rates
286	Inflation-Indexed Bonds: Improving the Efficiency of a Portfolio
287	Interbank Interest Rate Forwards
288	Interest Rate Forwards
289	Interest Rate Futures
290	Interest Rate Risk Hedging Alternatives
291	Interest Rate Swap Market
292	Interest Rate Swaps
293	Interest Rate Swaps Structures
294	Interest Rate Volatility Trading Strategies
295	Interpreting Financial Markets
296	Interpreting Market Indicators to Anticipate Capital-Raising Opportunities
297	Interpreting Swap Spreads
298	Investing in Futures
299	Investing in Options
300	Investor Decision Framework
301	Investor Decision Variables
302	IPO Costs and Returns
303	IPO Markets and Participants
304	Land Development Financing
305	Lease Accounting
306	Lease Types
307	Leasing
308	Leasing Market Participants
309	Leveraged Loans: Improving the Efficiency of a Portfolio
310	Life Insurance for Estate Planning
311	Loan Swaps
312	Loan Trading in the Secondary Market
313	Long-Term Leasing
314	Looking for Interest Savings? Follow the Leverage
315	Low Income Housing Tax Credit

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
316	M&A Accounting Tax and Regulatory Issues
317	M&A Motivations and Objectives
318	M&A Process and Participants
319	M&A Valuation Analysis
320	Making Capital-Raising Decisions
321	Management and Leveraged Buyouts
322	Management Risk
323	Managing a Fixed-Income Portfolio
324	Managing Bank Risk
325	Managing in the Turbulent World Economy
326	Managing Risk in FX Options Portfolios
327	Managing Working Capital
328	Market Flex Loans for Middle-Market Clients
329	Market Mechanics of Exchange Traded Futures
330	Market Value of Swaps
331	Marketing Caps and Floors
332	Markets and Financial Decisions
333	Measuring Corporate Exposure
334	Measuring Interest Rate Risk
335	Mergers & Acquisitions
336	Mezzanine Financing
337	Mezzanine Financing Costs and Returns
338	Modeling Real Estate Assets
339	Money Market Prices and Yields
340	Money Markets and Participants
341	Mortgage-Backed Securities Prepayment Modeling
342	Mortgage-Backed Security Settlement and Clearing
343	Mutual Funds
344	Net Present Value and Internal Rate of Return
345	New Directions for Relationship Managers: More than Credit
346	Non-Bank Money Market Instruments
347	Old Mutual European Trust
348	Operating Lease Costs and Returns
349	Opportunities at the Bottom of the Rate Cycle
350	Optimizing Capital Structure

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
351	Option Pricing Concepts
352	Option Pricing Fundamentals
353	Option Pricing Models
354	Option-Adjusted Spreads
355	Option-Based Hedging
356	Options on Futures
357	Organization of the Clearance and Settlement System
358	Origination of Syndicated Credits
359	Origination Structuring and Distribution of Debt and Equity
360	Other Relative Value Trading Strategies
361	Oversight of Financial Institutions
362	Overview of Securitization Accounting
363	Overview of the New Basel Capital Accord
364	Ownership Transition
365	Participants in Securitization
366	Performance Metrics
367	Plan Your Opponent's Negotiating Strategy
368	Players and Relationships in Financial Institutions
369	Portfolio Analysis of High-Yield Bonds
370	Portfolio Analysis of Inflation-Indexed Bonds
371	Portfolio Analysis of Leveraged Loans
372	Portfolio Credit Default Risk
373	Portfolio Management Applications
374	Portfolio Management Policies
375	Portfolio Manager; Credit
376	Portfolio Performance Mod.
377	Post-IPO Equity Risk Management
378	Preferred Stock
379	Preparing a Customized Financial Plan
380	Price Protection in M&A Transactions
381	Pricing and Structuring Asset Swaps
382	Pricing Bonds against Benchmarks and Swaps
383	Pricing Caps and Floors
384	Pricing Credit Derivatives
385	Pricing Equity-Linked Securities

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
386	Pricing Grid Loans
387	Pricing Interest Rate Swaps
388	Pricing Middle-Market Loans
389	Pricing Swaptions
390	Principles and Building Blocks of Value at Risk
391	Principles of Credit Analysis
392	Private Banking Market Characteristics
393	Private Banking Trust and Custody Services
394	Private Equity
395	Private Equity Issuers and Investors
396	Private Placement Market Characteristics
397	Privately Placed Debt
398	Privately Placed Equity
399	Pro Forma Analysis and Forecasting
400	Products and Services of Wholesale Banks
401	Profiting from Out of Sync Yield Curves and Swap Spreads
402	Project Development Financing
403	Project Finance
404	Project Finance Overview
405	Public Debt Issuance Process
406	Public Equity
407	Purpose and Process of Credit Analysis
408	Quantitative Methods
409	Raising Funds with Prepaid Forward Contracts
410	Ratio Analysis in Real Estate
411	Ratio Analysis of Real Estate Investments
412	Ratio Analysis to Evaluate Income Property
413	Ratios and Comparative Company Analysis
414	Reading Between the Lines
415	Real Estate Loans to Middle-Market Companies
416	Real Estate Ratio Analysis
417	Real Estate Securities
418	Real Estate Valuation Techniques
419	Receivables Securitization
420	REIT Analysis

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
421	Relationship Banking
422	Relative Value Analysis
423	Relative Value and Yield Curve Strategies
424	Relative Value Applications
425	Relative Value in the Fixed-Income Market
426	Relative Value with Bullet and Barbell Yield Curve Strategies
427	Repo Risks Margins and Haircuts
428	Repurchase Agreements
429	Restructuring Techniques
430	Return Attribution Analysis
431	Risk Management for Financial Institutions
432	Risk-Adjusted Returns
433	Risks of Mortgage-Backed Securities
434	Roles and Responsibilities in the Bank
435	Roles of Financial Institutions
436	Rule 144A Financing
437	Securities Settlement Procedures
438	Securitized Debt: Haven in a Storm
439	Segmenting Derivatives Users
440	Selling to Business Owners
441	Settlement Contract and Revaluation Limits
442	Share Repurchase Programs
443	Short Date Forward Rates
444	Short-Term Financial Management
445	Short-Term Financing Alternatives
446	Sources of Basis Risk
447	Sources of Venture Capital
448	Standardization in European Securities Clearance and Settlement
449	Steps in Raising Venture Capital
450	Strategies for Flexing to Different People Styles
451	Structure of the Credit Derivatives Market
452	Structured Notes
453	Structures and Features of Bonds with Options
454	Structures and Features of Venture Capital
455	Structuring Portfolios

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
456	Swap Spreads
457	Swaps and Volatility
458	Syndicated Loan Features
459	Syndicated Loan Market
460	Syndicated Loans
461	Syndicated Loans Sec. 1
462	Syndicated Loans Sec. 2
463	Syndicated Loans Sec. 4
464	Synthetic Equity Assets
465	Synthetic Leases
466	Synthetic Leases for Middle-Market Companies
467	Systemic Risk Factors
468	Targeted Stock
469	Tax and Accounting Issues in Risk Management
470	Technical Analysis
471	Technical Analysis Indicators
472	Techniques to Estimate the Cost of Equity
473	Term Structure of Volatility
474	The Balance Sheet
475	The Capital Asset Pricing Model
476	The Do's and Don't's of Empathic Listening
477	The Evaluation Trading and Hedging of Mortgage-Backed Securities
478	The Income Statement
479	The Lease vs. Buy Decision
480	The Psychology of Judgment and Decision Making
481	The Rating Process
482	The Rise of Earnings Restatements
483	The Rise of Private Placements
484	The Term Structure Yield Curves and Interest Rate Risk Management
485	The Use of Derivatives in Managing Interest Rate Risk
486	The Yield Curve Turns a Corner
487	Theoretical Spot Yield Curves and Z-Spreads
488	Time Value of Money
489	Tools of Risk Analysis Sec. 1
490	Tools of Risk Analysis Sec. 2

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
491	Tools of Risk Analysis Sec. 3
492	Tools of Risk Analysis Sec. 4
493	Total Return Analysis and Bond Swaps
494	Tradeoffs Among Financing Methods
495	Trading and Sales Activities
496	Traditional Private Placement Structures
497	Transaction Suitability Checklist
498	Transactional Risk
499	Transactional Risk Applications
500	Trend Analysis and Regression
501	Types of Credit Derivatives
502	Understanding Client Perspectives
503	Unsecured Lending to High-Net-Worth Individuals
504	Uptiering to Boost Bank Profitability
505	US Treasury Yield Curve
506	Use the Historical Approach to Assess Volatility
507	Users and Uses of Repurchase Agreements
508	Uses and Limitations of Financial Statements
509	Uses of In Arrears Swaps
510	Using Asset Securitization
511	Using Barrier Options
512	Using Bond Futures for Hedging and Trading
513	Using Caps and Floors
514	Using Complex Caps Floors and Swaptions
515	Using Credit Derivatives for Trading and Investment
516	Using Discounted Cash Flow for Valuation
517	Using Exchange-Traded Futures for Hedging and Trading
518	Using Futures for Hedging and Speculation
519	Using Interest-Rate Swaps
520	Using Mentors and Coaches
521	Using Option-Adjusted Spread Analysis
522	Using Synthetic Debt Restructuring Techniques
523	Using Synthetic Leases
524	Valuation and Financial Strategy
525	Valuation: Back to Basics

LIST OF COURSES FROM GLOBECON WEB SITE

Count	Title
526	Valuation: Measuring and Managing the Value of Companies
527	Value at Risk
528	Value at Risk Methods and Calculations
529	Value Investing
530	Values Clarification
531	Valuing a Company's Net Assets
532	Valuing a Privately Held Business
533	Valuing Brand Equity
534	Valuing Convertible Debt
535	Variations of Interest Rate Swaps
536	Variations of Standard Repos
537	Venture Capital & Mezzanine Financing
538	Venture Capital Overview
539	What CFOs Want From Their Bankers
540	Whole Business Securitizations
541	Why Rating Agencies Are Always Late
542	Working Capital Management
543	Working Capital Measurement
544	Yield Curve
545	Yield Curve Analytics
546	Yield Curve Dynamics
547	Yield Curve Interpolation to Price Bonds
548	Yield Curve-Driven Deals
549	YTM Calculations
550	Zero Coupon Rates and PV Factors